

Message Text

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PAGE 01 TEHRAN 08561 051046Z

20

ACTION NEA-12

INFO OCT-01 AF-10 ARA-16 EUR-25 EA-11 ISO-00 IO-14 DRC-01

CIAE-00 DODE-00 PM-07 H-03 INR-10 L-03 NSAE-00 NSC-10

PA-04 RSC-01 PRS-01 SPC-03 SS-20 USIA-15 ACDA-19

AID-20 EB-11 CIEP-02 TRSE-00 STR-08 OMB-01 CEA-02

COME-00 FRB-02 XMB-07 OPIC-12 LAB-06 SIL-01 SCEM-02

INT-08 SCI-06 FPC-01 /275 W
----- 036499

P R 051025Z DEC 73

FM AMEMBASSY TEHRAN

TO SECSTATE WASHDC PRIORITY 4703

INFO AMEMBASSY ABU DHABI

AMEMBASSY CARACAS

AMEMEUSY JAKARTA

AMEMBASSY JIDDA

AMEMBASSY KUWAIT

AMEMBASSY LAGOS

AMEMBASSY LONDON

AMEMBASSY TRIPOLI

AMEMBASSY TUNIS

USMISSION OECD PARIS

USMISSION EC BRUSSELS

AMCONSUL DHAHRAN

LIMITED OFFICIAL USE TEHRAN 8561

E.O. 11652: N/A

TAGS: ENRG, IR

SUBJECT: TENDER FOR NIOC 1974 CRUDE

REF: TEHRAN 8432

1. NIOC'S DR. MINA CONFIRMED SOME SPECIAL CONSIDERATION WILL BE
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PAGE 02 TEHRAN 08561 051046Z

GIVEN IN TENDER TO COMPANIES NEGOTIATING OTHER PROJECTS WITH

NIOC (INCLUDING ASHLAND AND FIVE AMERICAN PARTICIPANTS IN PROPOSED EXPORT REFINERY), BUT WOULD NOT OR COULD NOT BE MORE SPECIFIC. HE INDICATED THAT BIDDING NOT LIMITED TO COMPANIES INVITED BY NIOC TO PARTICIPATE, BUT THAT OTHER QUALIFIED COMPANIES (I.E. REFINERS AND END USERS) WILL BE ALLOWED TO SUBMIT BIDS. QUALIFIED AMERICAN FIRMS WILL BE ABLE TO OBTAIN DOCUMENTS FROM ABBAS GHAFFARI, NIOC NEW YORK OFFICE. WE UNDERSTAND ANNOUNCEMENT OF TENDER WAS TO APPEAR IN SOME U.S. NEWSPAPERS EARLY THIS WEEK.

2. DR. MINA NOTED THAT PRIOR TO TENDER ANNOUNCEMENT ONE BUYER OFFERED \$9 RPT \$9 PER BARREL FOR FOUR MILLION TONS OF CRUDE, WHILE AN AMERICAN FIRM (WHICH WE BELIEVE MAY BE AMERADE-MHESS) WANTED A CERTAIN QUANTITY AT ANY PRICE NIOC CARED TO NAME. IN SUCH CIRCUMSTANCES, DR. MINA COMMENTED, TENDER IS ONLY SAFE METHOD OF SALE FOR NIOC EXECUTIVES. OTHERWISE THEY WOULD FACE POSSIBLE CHARGES OF HAVING SOLD TOO CHEAP.

3. COMMENT: BASED ON FOREGOING, WE WOULD NOT BE SURPRISED IF CRUDE IS SOLD AT PRICES OF AROUND \$10 PER BARREL.
HELMS

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NNN

Message Attributes

Automatic Decaptioning: X
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Concepts: SALES, PETROLEUM, POLICIES, PROPOSALS (BID), CENTRAL GOVERNMENT
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Copy: SINGLE
Draft Date: 05 DEC 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
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Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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EO Systematic Review
30 JUN 2005

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